

Message Text

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PAGE 01 STATE 200585
ORIGIN EUR-12

INFO OCT-01 ISO-00 DODE-00 SSO-00 NSCE-00 INRE-00
PM-05 NSC-05 SP-02 SS-15 L-03 CIAE-00 INR-10
NSAE-00 EB-08 COME-00 OMB-01 TRSE-00 /062 R

DRAFTED BY OASD/ISA: COL. HOLTZCLAW; EUR/RPM: EREHFELD
APPROVED BY EUR/RPM: SJLEDOGAR
EUR/WE MR BEIGEL
OASD/ISA: MR. MCGIFFERT
DRE/ADM. BROWN

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-----005736 090003Z /75

O 082330Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY ROME IMMEDIATE

C O N F I D E N T I A L STATE 200585

E.O. 11652: GDS

TAGS: MARR, IT

SUBJECT: AWACS OFFSET: SECDEF LETTER

REFS: (A) SECDEF, DTG 050052Z AUG 78
(B) ROME 14458 (C) ROME 13482

1. WE APPRECIATE YOUR CONCERNS ABOUT REF A AS REPORTED
IN REF B, ESPECIALLY IN LIGHT OF YOUR ANALYSIS (REF C)
OF CURRE'T CIRCUMSTANCES THAT MAKE AWACS A DIFFICULT
ISSUE FOR MINISTER RUFFINI. HOWEVER, WE BELIEVE
THE LETTER SHOULD BE DELIVERED AS WRITTEN. WE DO
RECOMMEND THAT YOU DRAW ON THE FOLLOWING INFORMATION
IN ANY DISCUSSIONS WITH THE ITALIAN MOD AS YOU
DELIVER THE LETTER OR SUBSEQUENTLY.

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2. REF A WAS DRAFTED IN RESPONSE TO A RUFFINI TO
SECDEF LETTER THAT FOCUSED ON OFFSET FOR ITALY'S SHARE
OF NATO AWACS COSTS. IT IS ITENDED TO PROVIDE
RUFFINI WITH AS MUCH AMMUNITION AS POSSIBLE TO DEFEND
BEFORE OTHER ELEMENTS OF THE GOVERNMENT HIS SUPPORT
OF THE NATO AWACS PROGRAM. IN THIS REGARD, THE
NATO-AWACS RELATED MOU OFFERED TO ITALY AND OTHER

PARTICIPATING ALLIES--AND THE SOURCE OF SOME OF YOUR

CONCERN--WOULD, WE BELIEVE, BE USEFUL TO HIM IN ARGUING THAT THE US IS OFFERING AN IMMEDIATE AGREEMENT THAT WOULD PERMIT ITALIAN INDUSTRY TO COMPETE EQUITABLY FOR US DEFENSE CONTRACTS. WE ARE CONVINCED THAT GENERAL MOIZO ALSO UNDERSTANDS, AS A RESULT OF LENGTHY DISCUSSIONS HERE, THAT THIS MOU WOULD BE ENTIRELY CONSISTENT WITH THE GENERAL MOU ON DEFENSE COOPERATION THAT IS BEING NEGOTIATED. THE AWACS MOU IS AN IMPORTANT IMMEDIATE STEP AND A GOOD WAY TO BEGIN INCREASING COOPERATION SINCE IT IS A ONE-WAY OBLIGATION ON THE PART OF THE US. THE GENERAL MOU OBLIGATES BOTH COUNTRIES TO FACILITATE COMPETITION OR ARMAMENTS CONTRACTS. SOME ELEMENTS OF THE ITALIAN GOVERNMENT AND INDUSTRY MIGHT MISUNDERSTAND THIS POINT. NEITHER MOU GUARANTEES ANY OFFSET, BUT BOTH WOULD TRIGGER INCREASED EFFORTS BY THE US TO EVALUATE AND MAKE USE OF COST EFFECTIVE ITALIAN R AND D, PRODUCTION AND SERVICES.

3. YOU ARE, OF COURSE, CORRECT IN TREATING THE MEMCON BETWEEN GENERAL MOIZO AND UNDERSECRETARY PERRY IN THE CONTEXT OF POSSIBLE DEFENSE PROGRAMS IN WHICH ITALIAN INDUSTRY MIGHT PARTICIPATE. INDEED, THE FINAL PARAGRAPH OF REF A INVITES ITALIAN RECOMMEN-
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DATIONS ON SPECIFIC DEFENSE PROGRAMS.

4. RUFFINI'S LETTER OF JUNE 25 TO SECDEF WILL BE SENT TO ROME BY DOD MESSAGE.

CHRISTOPHER

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIR DEFENSE, ALLIANCE, DIPLOMATIC COMMUNICATIONS, WARNING SYSTEMS
Control Number: n/a
Copy: SINGLE
Draft Date: 08 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: COL. HOLTZCLAW; EUR/RPM: EREHFELD
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Executive Order: GS
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ISecure: 1
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Litigation Codes:
Litigation History:
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Message ID: 63ff6d66-c288-dd11-92da-001cc4696bcc
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Reference: 78 ROME 14458, 78 ROME 13482
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Review Exemptions: n/a
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SAS ID: 1800096
Secure: OPEN
Status: NATIVE
Subject: AWACS OFFSET: SECDEF LETTER
TAGS: MARR, IT, US
To: ROME
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/63ff6d66-c288-dd11-92da-001cc4696bcc
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